SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 10-Q<br>QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

```
For the quarter ended
Commission File
    June 1, 1996
    Number 1-8504
UNIFIRST CORPORATION
(Exact name of registrant as specified in its charter)
```

```
        Massachusetts
```

        Massachusetts
    04-2103460
    04-2103460
    (State of Incorporation) (IRS Employer ID Number)

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(State of Incorporation) (IRS Employer ID Number)
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```
            6 8 \text { Jonspin Road}
            Wilmington, Massachusetts 01887
        (Address of principal executive offices)
        Registrant's telephone number: (508) 658-8888
```

Indicate by check mark whether the registrant (1) has filed all reports required
to be filed by Section 13 or $15(d)$ of the Securities Exchange Act of 1934 during
the preceeding 12 months (or for such shorter period that the registrant was
required to file such reports), and (2) has been subject to such filing
requirements for the past 90 days.

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Yes /X/ No / /
```

The number of outstanding shares of the registrant's Common Stock and Class B Common Stock as of July 3, 1996 were $7,886,644$ and $12,623,964$ respectively.

2

PART 1 - FINANCIAL INFORMATION

FORM 10-Q
UNIFIRST CORPORATION AND SUBSIDIARIES
CONDENSED BALANCE SHEETS
(unaudited)

| June 1, | August 26, |
| :---: | ---: |
| 1996 | $1995^{*}$ | May 27, 1995

Assets
Current assets:
Cash
Receivables


| Property and equipment: |  |  |  |
| :---: | :---: | :---: | :---: |
| Land, buildings and leasehold improvements | 118,101,000 | 111,148,000 | 108,186,000 |
| Machinery and equipment | 119,204,000 | 109,538,000 | 109,522,000 |
| Motor vehicles | 33,379,000 | 28,816,000 | 27,369,000 |
| Less - accumulated depreciation | 270,684,000 | 249,502,000 | 245,077,000 |
|  | 111,408,000 | 101,428,000 | 101,560,000 |
|  | 159,276,000 | 148,074,000 | 143,517,000 |
| Other assets | 43,520,000 | 35,975,000 | 36,876,000 |
|  | \$299,157,000 | \$272,691,000 | \$270,011,000 |
|  |  |  |  |
|  |  |  |  |
| Current maturities of long-term obligations | \$ 1,050,000 | \$ 4,015,000 | \$ 6,959,000 |
| Notes payable | -- | 882,000 | 66,000 |
| Accounts payable | 13,261,000 | 12,992,000 | 11,025,000 |
| Accrued liabilities | 38,639,000 | 35,370,000 | 34,301,000 |
| Accrued and deferred income taxes | 4,380,000 | 3,882,000 | 3,977,000 |
| Total current liabilities | 57,330,000 | 57,141,000 | 56,328,000 |
| Long-term obligations, net of current maturities | 41,287,000 | 32,361,000 | 35,257,000 |
| Deferred income taxes | 15,201,000 | 14,593,000 | 15,076,000 |
| Shareholders' equity: |  |  |  |
| Preferred stock, $\$ 1.00$ par value; 2,000,000 shares authorized; none issued | -- | -- | -- |
| Common stock, $\$ .10$ par value; $30,000,000$ shares authorized; issued and outstanding 7,886,644 shares | 789,000 | 789,000 | 789,000 |
| Class B Common stock, $\$ .10$ par value; $20,000,000$ shares authorized; issued and outstanding |  |  |  |
| 12,623,964 shares | 1,262,000 | 1,262,000 | 1,262,000 |
| Capital surplus | 7,078,000 | 7,078,000 | 7,042,000 |
| Retained earnings | 176,568,000 | 159,701,000 | 154,694,000 |
| Cumulative translation adjustment | $(358,000)$ | $(234,000)$ | (437,000) |
| Total shareholders' equity | 185,339,000 | 168,596,000 | 163,350,000 |
|  | \$299,157,000 | \$272,691,000 | \$270,011,000 |

<FN>

* Condensed from audited financial statements

The accompanying notes are an integral part of these condensed financial statements.

3

FORM 10-Q
UNIFIRST CORPORATION AND SUBSIDIARIES
CONDENSED STATEMENTS OF INCOME

|  | Forty weeks ended June 1, 1996 | Thirty-nine weeks ended May 27, 1995 | Thirteen weeks ended June 1, 1996 | Thirteen weeks ended May 27, 1995 |
| :---: | :---: | :---: | :---: | :---: |
| Revenues | \$294,792,000 | \$265,043,000 | \$98,554,000 | \$92,600,000 |
| Costs and expenses: |  |  |  |  |
| Operating costs | 180,520,000 | 165,437,000 | 59,339,000 | 57,189,000 |
| Selling and administrative expenses | 68,528,000 | 59,776,000 | 22,868,000 | 21,020,000 |
| Depreciation and amortization | 15,339,000 | 14,380,000 | 5,340,000 | 4,852,000 |
|  | 264,387,000 | 239,593,000 | 87,547,000 | 83,061,000 |
| Income from operations | 30,405,000 | 25,450,000 | 11,007,000 | 9,539,000 |
| Interest expense (income) : |  |  |  |  |
| Interest expense | 1,995,000 | 2,277,000 | 755,000 | 742,000 |
| Interest income | $(193,000)$ | $(176,000)$ | (61,000) | $(75,000)$ |
|  | 1,802,000 | 2,101,000 | 694,000 | 667,000 |
| Income before income taxes | 28,603,000 | 23,349,000 | 10,313,000 | 8,872,000 |
| Provision for income taxes | 10,297,000 | 8,172,000 | 3,713,000 | 3,105,000 |
| Net income | \$ 18,306,000 | \$ 15,177,000 | \$ 6,600,000 | \$ 5,767,000 |

Weighted average number of shares outstanding
$20,510,608$
20,510,608
$20,510,608$
20,510,608

The accompanying notes are an integral part of these condensed financial statements.

4

FORM 10-Q
UNIFIRST CORPORATION AND SUBSIDIARIES
CONDENSED STATEMENTS OF CASH FLOWS
(unaudited)


| Cash flows from operating activities: Net Income | \$ | 18,306,000 | \$ | 15,177,000 |
| :---: | :---: | :---: | :---: | :---: |
| Adjustments: |  |  |  |  |
| Depreciation |  | 12,767,000 |  | 11,965,000 |
| Amortization of other assets |  | 2,572,000 |  | 2,415,000 |
| Receivables |  | $(4,688,000)$ |  | $(4,889,000)$ |
| Inventories |  | 215,000 |  | $(1,768,000)$ |
| Rental merchandise in service |  | $(1,789,000)$ |  | $(1,221,000)$ |
| Prepaid expenses |  | -- |  | $(4,000)$ |
| Accounts payable |  | 280,000 |  | $(1,495,000)$ |
| Accrued liabilities |  | 3,197,000 |  | 6,915,000 |
| Accrued and deferred income taxes |  | 513,000 |  | $(1,601,000)$ |
| Deferred income taxes |  | 614,000 |  | 1,389,000 |
| Net cash provided by operating activities |  | 31,987,000 |  | 26,883,000 |
| Cash flows from investing activities: |  |  |  |  |
| Acquisition of businesses, net of cash acquired |  | $(11,517,000)$ |  | $(6,614,000)$ |
| Capital expenditures |  | $(22,313,000)$ |  | (17,039,000) |
| Other assets, net |  | $(2,168,000)$ |  | $(1,963,000)$ |
| Net cash used in investing activities |  | $(35,998,000)$ |  | 25,616,000) |


| Cash flows from financing activities: |  |  |
| :---: | :---: | :---: |
| Increase in debt | 12,925,000 | 4,433,000 |
| Reduction of debt | $(7,831,000)$ | $(4,201,000)$ |
| Cash dividends paid or payable | $(1,439,000)$ | $(1,349,000)$ |
| Net cash provided by (used in) financing activities | 3,655,000 | $(1,117,000)$ |
| Net increase (decrease) in cash | (356,000) | 150,000 |
| Cash at beginning of period | 5,889,000 | 4,120,000 |

Cash at end of period $\$ 5,533,000 \quad 4,270,000$

Supplemental disclosure of cash flow information:

| Interest paid | \$ | 2,007,000 | \$ | $2,035,000$ |
| :---: | :---: | :---: | :---: | :---: |
| Income taxes paid | \$ | 9,379,000 | \$ | 8,249,000 |

The accompanying notes are an integral part of these condensed financial statements.

FOR THE FORTY WEEKS ENDED JUNE 1, 1996

1. These condensed financial statements have been prepared by the Company without audit, pursuant to the rules and regulations of the securities and Exchange Commission. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations; however, the Company believes that the information furnished reflects all adjustments which are, in the opinion of management, necessary to a fair statement of results for the interim period. It is suggested that these condensed financial statements be read in conjunction with the financial statements and the notes, thereto, included in the Company's latest annual report.
2. From time to time, the Company is subject to legal proceedings and claims arising from the conduct of their business operations, including personal injury, customer contract, employment claims and environmental matters. In the opinion of management, such proceedings and claims are not likely to result in losses which would have a material adverse effect upon the Company.
3. In February, 1996 the Company acquired two uniform rental plants in California from National Service Industries, Inc., a garment and linen rental business headquartered in Atlanta, GA.

6
FORM 10-Q
UNIFIRST CORPORATION AND SUBSIDIARIES

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MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS
``` OF OPERATIONS AND FINANCIAL CONDITION

FOR THE FORTY WEEKS ENDED JUNE 1, 1996

RESULTS OF OPERATIONS
- ----------------------

Forty Weeks of Fiscal 1996 compared to Thirty-nine Weeks of Fiscal 1995


Fiscal 1996 revenues for the forty weeks increased \(\$ 29,749,000\) or \(11.2 \%\) over the thirty-nine weeks in fiscal 1995. This increase can be attributed to an extra week of revenue (2.6\%), acquisitions (1.4\%), price increases (1.0\%) and growth from existing operations (6.2\%).

Income from operations as a percentage of revenue increased to \(10.3 \%\) in fiscal 1996 from 9.6\% for the fiscal 1995 period. The main reason for the increase is improved profit margins in the Company's core uniform rental business, principally attributable to restructuring of the Company's service management structure and telemarketing operations.

Net interest expense (interest expense less interest income) was \(\$ 1,802,000\) in fiscal 1996 as compared to \(\$ 2,101,000\) in fiscal 1995. The decrease is attributable to lower average debt levels and lower interest rates in fiscal 1996.

The provision for income taxes for the current period was \(36.0 \%\) as compared to \(35.0 \%\) for the corresponding 1995 period. The increase in 1996 is due primarily
to higher state income taxes.

Thirteen Weeks ended June 1, 1996 compared to Thirteen Weeks ended May 27 , 1995
- ----------------------------------------------------------------------------------------------

Fiscal 1996 third quarter revenues increased \(\$ 5,954,000\) or \(6.4 \%\) over the fiscal 1995 third quarter. This increase can be attributed to acquisitions (2.1\%), price increases (1.0\%) and growth from existing operations (3.3\%).

Income from operations as a percentage of revenue increased to 11.2\% in fiscal 1996 from \(10.3 \%\) for the fiscal 1995 period. The primary reason for the increase is improved profit margins in the Company's core uniform rental business as discussed above.

Net interest expense (interest expense less interest income) was \$694,000 in fiscal 1996 as compared to \(\$ 667,000\) in fiscal 1995. The increase is attributable to higher interest rates in the fiscal 1996 quarter.

The provision for income taxes for the current period was \(36.0 \%\) as compared to \(35.0 \%\) for the corresponding 1995 period. The increase in 1996 is again due primarily to higher state income taxes.

7

\author{
FORM 10-Q \\ UNIFIRST CORPORATION AND SUBSIDIARIES \\ MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS \\ OF OPERATIONS AND FINANCIAL CONDITION \\ (continued) \\ FOR THE FORTY WEEKS ENDED JUNE 1, 1996
}

LIQUIDITY AND CAPITAL RESOURCES
- -------------------------------------

During the forty weeks ended June 1, 1996 net cash provided by operating activities, \(\$ 31,987,000\), and additional borrowings of \(\$ 12,925,000\) were primarily used for capital expenditures, \(\$ 22,313,000\), acquisition of businesses, \(\$ 11,517,000\), debt repayment, \(\$ 7,831,000\) and dividends, \(\$ 1,439,000\).

Shareholders' equity as a percent of total capital was 81.4\% at June 1, 1996, indicating the overall strength of the Company's balance sheet. The Company had \(\$ 5,533,000\) in cash and \(\$ 18,750,000\) available on its \(\$ 50,000,000\) line of credit as of June 1, 1996. The Company believes its ability to generate cash from operations will adequately cover its foreseeable capital requirements.

EFFECTS OF INFLATION
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Inflation has had the effect of increasing the reported amounts of the Company's revenues and costs. The Company uses the last-in, first-out (LIFO) method to value a significant portion of inventories. This method tends to reduce the amount of income due to inflation included in the Company's results of operations. The Company believes that, through increases in its prices and productivity improvements, it has been able to recover increases in costs and expenses attributable to inflation.

\section*{FORM 10-Q}

UNIFIRST CORPORATION AND SUBSIDIARIES

Item 6. Exhibits and Reports on Form 8-K
---------------------------------------------
(a) Exhibits:
(27) Financial Data Schedule
(b) Reports on Form 8-K: None

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf of the undersigned thereunto duly authorized.

UNIFIRST CORPORATION
/s/ RONALD D. CROATTI
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Ronald D. Croatti
Vice Chairman, President and
Chief Executive Officer

Date: July 12, 1996
/s/ JOHN B. BARTLETT
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John B. Bartlett
Senior Vice President
and Chief Financial Officer
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<ARTICLE> 5

<LEGEND>
THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE
FINANCIAL STATEMENTS OF UNIFIRST CORPORTION FOR THE FORTY WEEKS ENDED JUNE 1,
1996, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL
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